

# Germany's Business Environment: A Brief Guide

Business Location Germany



GERMANY  
TRADE & INVEST

## Germany in Numbers

### Economy

GDP (2008): EUR 2.5 trillion  
 GDP per capita (2008): EUR 30,343  
 GDP per sector (2008):

- Services 50.9%
- Industry 30.4%
- Trade 17.9%
- Agriculture 0.9%

GDP growth 2008: 1.3%  
 Inflation rate 2008: 2.8%  
 Exports 2008: EUR 995 billion  
 Imports 2008: EUR 819 billion

### Economic Structure

- Number of companies (2007): 3.63 million  
 Percentage of which are SMEs: 99.7%
- Total turnover all companies (2007): EUR 5.15 trillion  
 Total SME turnover: 37.5%
- Total employees (2007): 30 million  
 Number of employees in SMEs: 70.5%

### Constitutional Order

- Form of government: Parliamentary federal republic
- Head of state: State President Prof. Dr. Horst Köhler
- Head of government: Federal Chancellor Dr. Angela Merkel
- Legislative body: Bundestag (Parliament) and Bundesrat (Council of Constituent States)
- Administration: 16 state parliaments

### Population and Land Area

Area: 357,114 km<sup>2</sup>  
 Coastline: 2,389 km  
 Population: 82 million  
 Working population: 40 million  
 Biggest cities:

- Berlin (3.4 million)
- Hamburg (1.8 million)
- Munich (1.3 million)

### Infrastructure

International passenger airports: 19  
 Seaports: 34  
 Inner harbors: 250  
 Highways: 12,400 km  
 Federal roads: 41,000 km  
 Railways: 41,300 km  
 Waterways: 7,500 km



## Europe's Economic Hub

### Europe's Largest Market

Germany is the largest market in Europe. It constitutes 20 percent of European GDP, and is home to 17 percent of the total European Union (EU) population. Stable annual average GDP growth of 1.8 percent the past five years provides proof of further economic potential. The German economy is both highly industrialized and diversified; with equal focus placed on services and production.

Germany is well placed to meet the challenges of the future thanks to significant amounts of federal and private funds made available for research and development (R&D) purposes. These funds are also used to explore the major potential in a number of forward-looking industry sectors.

### The World's Export Champion

The German economy has proven resilient in the face of the turbulence caused by the international financial downturn. Germany's products have continued to be export hits worldwide. Since 2003, when Germany overtook the United States to become world export leader, its exports have grown by around eight percent each year. In 2008, Germany exported goods worth EUR 995 billion and imported goods worth EUR 819 billion. These figures mark a high point in Germany's trade history.

German-produced goods from the chemical, automotive, and machinery & equipment industries are in particularly high demand worldwide. Germany's main trading partners number European countries such as France, UK, Italy, and the Netherlands as well as international

Share of Total GDP and Population in the European Union 2008

	GDP (in EUR bn)	Share of Total GDP (EU-27)	Population (in million)	Share of Total Population (EU-27)
<b>Germany</b>	<b>2,496</b>	<b>20%</b>	<b>82</b>	<b>17%</b>
France	1,950	16%	64	13%
UK	1,819	15%	61	12%
Spain	1,089	9%	45	9%
Netherlands	596	5%	16	3%
Poland	362	3%	38	8%
Czech Rep.*	148	1%	10	2%
Slovak Rep.	65	1%	5	1%
USA	9,819		304	
Japan	3,329		128	
EU-27	12,506		497	
Eurozone	9,269		327	

\* Estimate  
Source: Eurostat, 2009. US Census Bureau, 2009. Japanese Statistics Bureau, 2009

markets including the United States, China, Russia, and Japan. Sixty-four percent of all exports are exported to European countries, of which 18 percent go to eastern European countries.

### Small and Medium-sized Enterprises: Germany's Economic Backbone

Exports are driven by Germany's backbone of highly innovative small and medium-sized enterprises (SMEs). These constitute 99.7 percent of all companies, employing 70.5 percent of all employees in Germany. Many of these SMEs are world market leaders in their respective niche segments. Together with internationally leading companies - such as Bayer, BASF, Daimler, Volkswagen, and Siemens to name but a few - they make up Germany's manufacturing industrial base.

### Manufacturing Location Germany

German companies in the manufacturing industry represent 8.5 percent of Europe's manufacturing companies and generate 26 percent of the EU's manufacturing turnover. One in five investment projects is manufacturing site located - making this the second most important business activity in Germany. Increasingly more foreign companies are placing their faith in Germany as a vital production site location, and are benefiting from the country's excellent business framework.

## Paving the Way for Foreign Direct Investment

### Free and Open Markets

Germany has a welcoming attitude towards foreign direct investment (FDI). The German market is open for investment in practically all industry sectors, and business activities are free from regulations restricting day-to-day business. German law makes no distinction between Germans and foreign nationals regarding investments or the establishment of companies. The legal framework for FDI in Germany favors the principle of freedom of foreign trade and payment. There are no restrictions or barriers to capital transactions or currency transfers, real estate purchases, repatriation of profits, or access to foreign exchanges.

### Global FDI Magnet

According to the United Nations Conference on Trade and Development (UNCTAD), Germany ranks among the world's leading countries for foreign direct investments with more than EUR 476 billion in FDI stocks in 2008. Official German statistics further underscore Germany's attractiveness as a business location. *Bundesbank* ("German Central Bank") FDI stock statistics indicate a growth of 2.2 percent in 2007 to EUR 459 billion.

Seventy-four percent (or EUR 340 billion) of all FDI stocks in Germany originate from within the EU-27, with a further nine percent stemming from the remaining European non-EU countries. Investments from outside the EU are continuing to grow. North America accounts for 11 percent of FDI stock, with Asia and the rest of the world having shares of four and two percent respectively.

International FDI Stock Rating 2008 (in EUR bn*)	
USA	1,549.4
France	674.0
UK	668.3
Hong Kong	568.2
<b>Germany**</b>	<b>476.3</b>
Netherlands	438.3
Spain	431.6
Japan	138.3
Poland	109.7
Czech Republic	77.8
Bulgaria	31.3
Slovak Republic**	31.2
EU-27	4,713.4
World	10,136.9

\* Exchange rate – annual average 2008  
\*\* Estimates  
Source: UNCTAD, 2009

### First Choice Business Location

A recent study conducted by the American Chamber of Commerce highlights the positive regard in which the German business environment is held by US companies. Invited to indicate their main medium-term investment focus within the EU, 65 percent of participating American companies named Germany as their first choice; followed by Eastern Europe (53 percent), and the UK (30 percent) respectively.

The UNCTAD World Investment Prospects Survey 2009-2011 confirms Germany's reputation as one of the most attractive business locations in continental Europe. Germany ranks second within the EU-15, and seventh internationally in the "most attractive business locations in the relevant regions 2008-2010" category.

### UNCTAD World Investment Prospects Survey 2009-2011

Responding companies highlighted the following criteria as the reasons why they cherish Germany as a great place to do business.

- Skilled labor
- Availability of sufficient suppliers
- Quality of infrastructure
- Access to the regional market

### Incentives for Investment Projects

Germany offers a comprehensive raft of different incentives to all investors – regardless of whether they are from Germany or not. Funds are provided by the German government, the individual federal states, and the European Union (EU). These are predominantly aimed at new investments geared towards promoting economic growth. Germany has EUR 26.3 billion funding provided by the EU (co-financed using means obtained from German national and regional budgets) at its disposal until 2013. In addition, Germany and its individual federal states make their own incentives funds available.

There are a number of incentives programs available which can be grouped into two overall packages: the investment incentives package which includes different measures to reimburse investment costs; and the operational incentives package to subsidize costs once the location-based investment has been realized.

## Discovering Germany: New Investment Projects

### Foreign Direct Investment Projects

Every year more and more companies discover Germany as a secure and rewarding investment location. More than 45,000 foreign companies are already operating in Germany, employing more than 3 million people – proof positive of Germany's attractiveness as an international business location.

A strong increase in greenfield and expansion FDI projects flags up this development (FDI results are based on greenfield and expansion investment project and joint venture announcements collated within the Financial Times Group's "fDi Markets" FDI database).

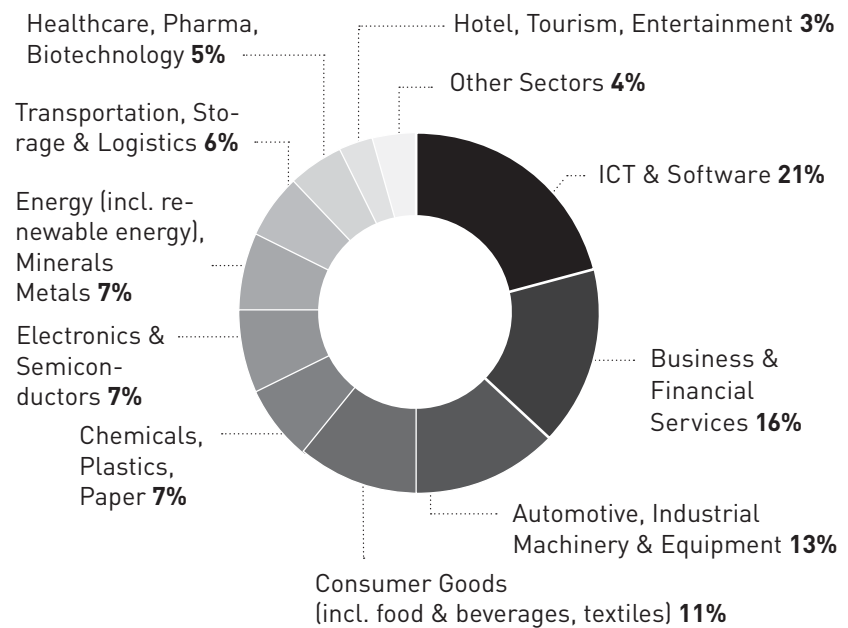
Between 2003 and June 2009, fDi Markets recorded a total of 2,338 investment projects from 1,737 foreign companies. With more than 500 projects, 2008 proved to be the most successful year on record. The most important countries as sources for new investment projects were the USA (31 percent of all investment projects), UK (9 percent), and France (7 percent) respectively.

### Diverse Industry Opportunities

According to fDi markets, foreign companies invested in 39 different sectors – underlining Germany's highly diversified economy. Most new investment projects were realized in the ICT & software industry with around one in five projects (21 percent) recorded there.

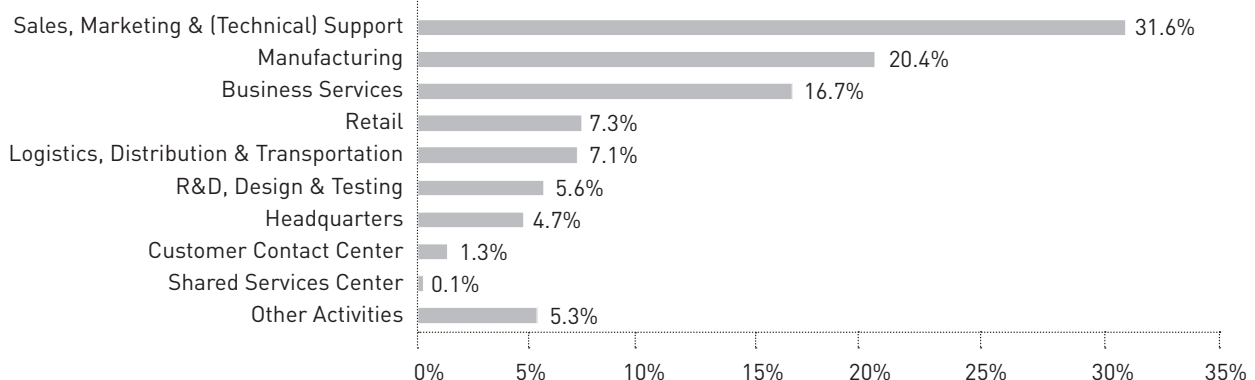
Business and financial services follows with 16 percent of all projects, while automotive and industrial machinery & equipment are close behind (13 percent respectively). The leading business activity was sales, marketing & support, which accounted for 32 percent of projects.

**FDI Project Share in Germany by Sector 2003-June 2009**  
(as percent of total FDI projects)



Source: fDi Markets, 2009

**FDI Project Share in Germany by Business Activity 2003-June 2009** (as percent of total FDI projects)



Source: fDi Markets, 2009

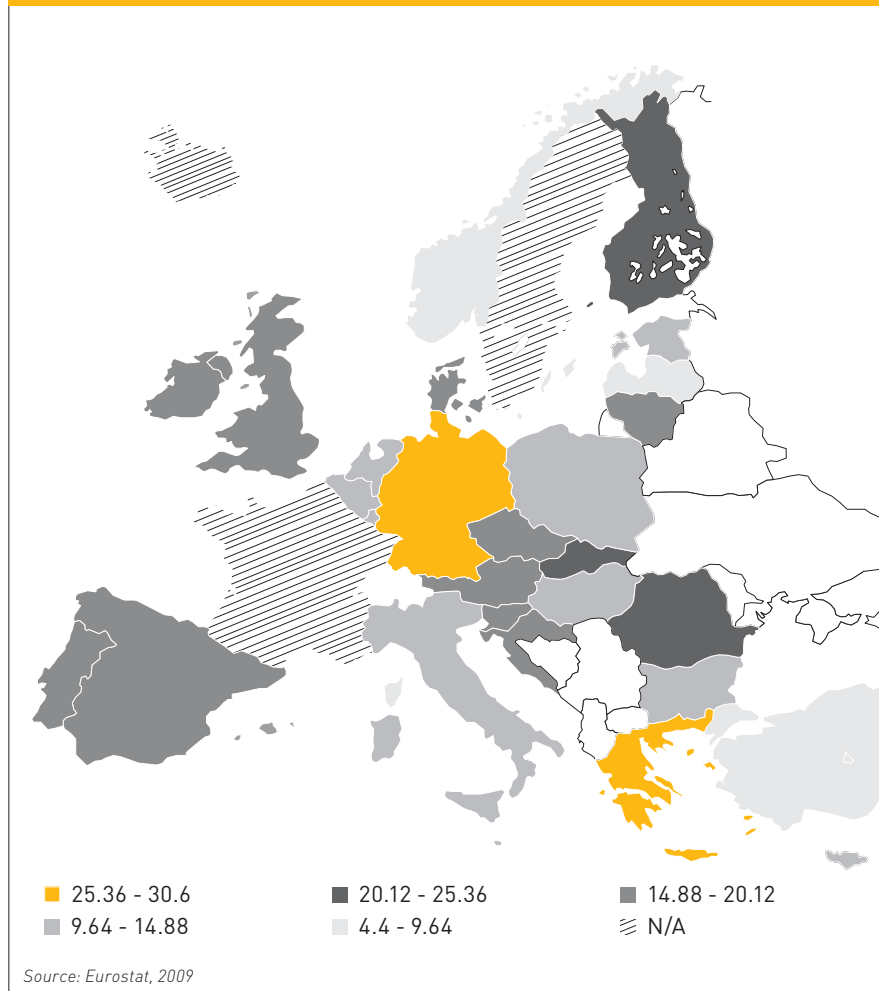
## High-Tech Germany

### High Turnover with Innovative Products

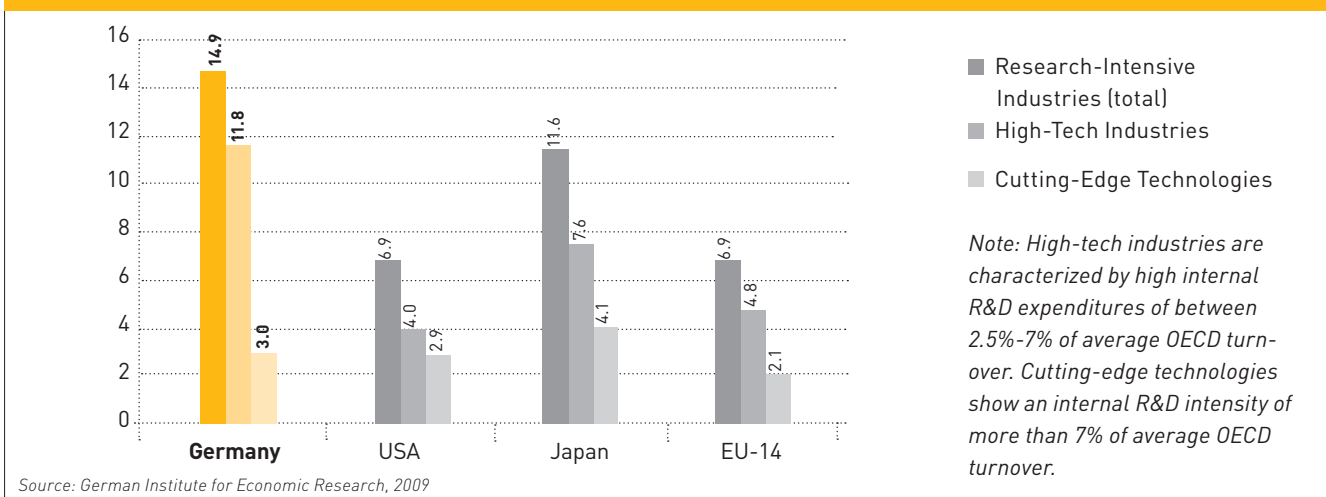
Over 27 percent of German manufacturing company turnover is generated from innovative products. These are products which are new to the enterprise and to the market. In France and the UK, this ratio is comparatively low at around 16 percent, whereas in Finland the level lies at 21 percent. The European average lies at 19 percent.

A 2009 study carried out by the German Institute of Economic Research found that no other industrialized country produces a larger share of gross value added in research-intensive manufacturing industries than Germany. This includes cutting-edge technology products which use more than seven percent of their turnover for R&D expenses, and high-tech products whose R&D budgets range between 2.5 and 7 percent of revenue generated. By quickly implementing the very latest innovations, companies are able to swiftly secure their leading roles in their respective fields.

Innovation Turnover 2006 (as percent of total turnover)



Share of Research-Intensive Industries in Selected Countries 2006 (as percent of gross value added)



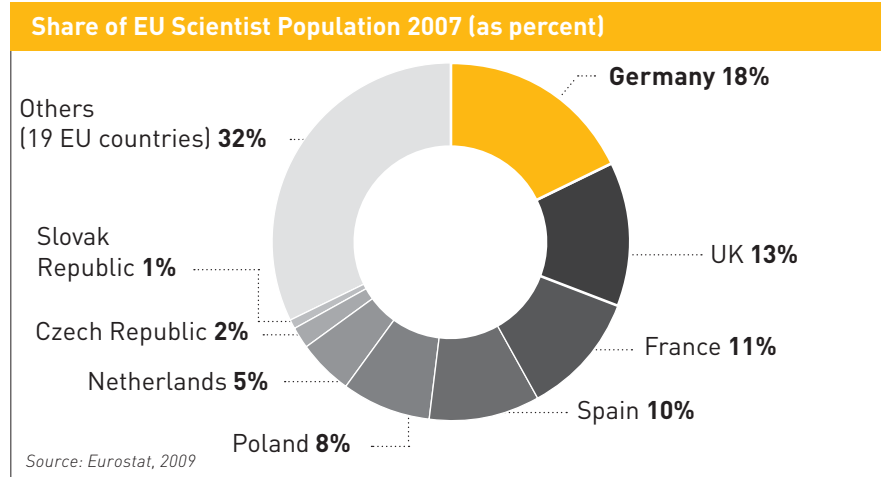
## High-Tech Products Made in Germany

German companies are global leaders in the development of new technologies. Standing for high quality and innovation, the “Made in Germany” brand has been a seal of quality for over a century. In 2007, Germany exported high-tech goods to the value of EUR 114 billion – making it the top exporter in Europe and third worldwide.

In a 2007 study by Eurostat, six German regions counted amongst the top 20 high-tech regions in Europe in terms of absolute employment in high-tech sectors: Upper Bavaria, Duesseldorf, Darmstadt, Cologne, Karlsruhe, and Stuttgart. While the majority of these regions provided most jobs in high-tech knowledge intensive services, German regions stood out compared to their competitors for jobs in high-tech manufacturing sectors. In European comparison, Germany is the second leading nation in terms of employees working in high and medium-to-high technology manufacturing sectors.

### Public R&D Support: Germany’s High-Tech Strategy

As R&D is considered to be among the most important areas for the development of the German economy, both industry and the public sector have made a commitment to spend around three percent of national GDP per year on R&D activities. This amounts to approximately EUR 70 billion R&D spending each year. In addition, an unprecedented campaign to foster the advancement of new technologies has been launched by the German government. This campaign – known as the “High-Tech Strategy” – is combining the resources of all government ministries, committing EUR 4 billion annually for the development of cutting-edge



technologies. R&D projects can accordingly count on numerous forms of financial support. There are many programs allocating support in the form of R&D grants, interest-reduced loans, and special partnership programs.

### World-Class Know-How

While Germany is home to the largest scientist population in Europe – 18 percent of all EU scientists live and work in Germany – German scientists work on projects all around the world. For example, research results within the Max-Planck-Society are achieved through fruitful partnerships with more than 5,000 partners in research institutions across 108 countries. Cooperation projects between companies and academic research institutes provide an efficient way to close knowledge gaps. Scientists can be easily integrated into the team of developers and researchers of the companies and, more and more often, institutes provide for the necessary laboratory facilities.

### Innovation Leader Germany

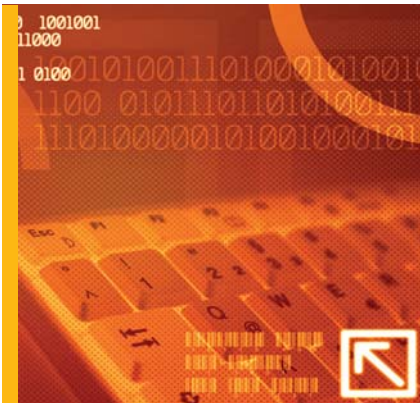
German patent figures pay testimony to the innovation work done in German companies: with over 13,000 patents granted at the European

Patent Office in 2008, Germany’s share is twice as large as that of France and the UK combined. Germany is also the leading European nation in triadic patents (patents registered at the three major global patent offices: the European Patent Office, the United States Patent and Trademark Office, and the Japan Patent Office). With 75 triadic patents per million inhabitants in 2007, Germany ranks third only after Switzerland and Japan.

### Profiting from Innovation Clusters

The German R&D landscape is supported by close cooperation and ties between the worlds of science and industry. Germany is home to a number of world-renowned fundamental research institutes – such as the Max-Planck-Society, Helmholtz Association, and the Leibnitz Association – that are helping define and set international standards. The application-oriented Fraunhofer-Gesellschaft supports small and medium-sized enterprises in particular (with more than 80 institutes, 14,000 employees, and EUR 1.4 billion research funds every year).

## Information and Communication Technologies (ICT)



- Second largest market in Europe in terms of revenue (19% of the EU market)
- More than EUR 133 billion market volume in 2008, excluding customer electronics
- With 829,000 employees it is the second largest industry in Germany in terms of employment
- Drives 80 percent of innovations in Germany's key industries (including the automotive, medical technologies and logistics industries)

### Subsegments/Industry Focus

- Games
- SaaS
- IT Security
- Embedded Systems
- Mobile Applications

## Chemicals and Polymers



- Turnover: EUR 178.5 billion
- A quarter of all chemicals produced in Europe in 2007 came from Germany (24.4%)
- World export champion: EUR 127.6 billion
- Investments (tangible assets): EUR 6.2 billion – No.1 in Europe
- FDI in Germany: EUR 32.2 billion
- R&D expenditures: EUR 9.5 billion – No.1 in Europe

### Subsegments/Industry Focus

- New materials:
  - Lightweight construction
  - Fiber-reinforced composites
  - Nanotechnology
- Production and processing of plastics
- Industrial biotechnology

## Transport and Logistics



- EUR 218 billion revenue in 2008
- Europe's largest logistics market
- Global leader in logistics innovation and technologies
- 2.8 million work force in 2008
- Home to the world's leading logistics companies including Deutsche Post World Net (No.1) and DHL

### Subsegments/Industry Focus

- Logistics services
- 3PLs, warehousing and distribution
- Contract logistics, consumer goods transport, air, sea, and land freight (rail and road)
- Advanced technologies (e.g. RFID)

## Photovoltaics



- The world's leading PV market with 5.4 GW of cumulated power in 2008
- Expected market growth of 15-20% per annum until 2013
- More than EUR 9.5 billion industry turnover in 2008
- Concentrated know-how: around 70 PV manufacturers (e.g. SolarWorld, Q-Cells, First Solar, Bosch Solar Energy)
- 100 PV equipment manufacturers (e.g. Roth&Rau, Schmid, Applied Materials, centrotherm)

### Subsegments/Industry Focus

- Wafer-based PV (wafer, cell, module)
- Thin-film PV
- Organic PV
- R&D activities
- Balance of system components
- Equipment manufacturer
- Material supply industries (silicon, glass, EVA)
- Process engineering

## Energy-efficient Mobility



- World market potential for energy efficient passenger cars between EUR 325 and 500 billion in 2020
- Global market expected to grow by 29% annually until 2020
- German car makers' potential for energy efficient drives: EUR 75 billion (2020)
- Energy efficiency improvements for passenger cars offer potential savings until 2020: EUR 11 billion

### Subsegments/Industry Focus

- City compact cars
- Improving energy efficiency of the internal combustion engine
- Alternative drive technologies (e.g. electric hybrid fuel cell)
- Smart traffic management

## Medical Technologies



- German market volume: EUR 23 billion
- Largest market in Europe and third largest in the world
- German annual output: EUR 17.8 billion (+2.5% growth)
- Exports of EUR 11.5 billion in 2008 (+6.7%)
- Second largest export nation worldwide (export ratio 64.6%)
- More than 16,700 registered patents for medical engineering

### Subsegments/Industry Focus

- Cardiology
- Diagnostics (telemedicine)
- Orthopedics
- Minimal invasive surgery
- Ophthalmology

## Cost Effectiveness

### High Productivity

Germany experienced a major increase in productivity the past decade – an increase much higher than the respective labor cost increase. This has led to falling unit labor costs which represent a genuine competitive cost advantage – particularly in manufacturing. In marked contrast to other European countries which have experienced an overall increase in unit labor costs, Germany's unit labor costs decreased by a yearly average of 0.7 percent for the period 2004 to 2007.

Germany's high productivity is closely linked to its excellent employee and production process standards. This has been confirmed by a study of international executives conducted by the World Economic Forum. According to the study findings, Germany is seen as a country where the best and most efficient process technology is applied.

### Stable Labor Costs

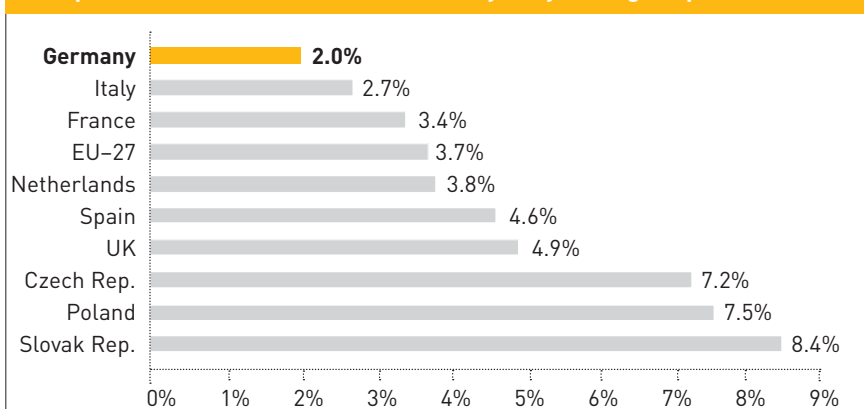
Another decisive argument in favor of Germany as a premium business location has been the significant closing of the labor cost gap between Germany and its eastern European neighbors. In fact, Germany has gained the labor-cost edge in recent years. Since 2000 wages have risen in most European countries – at a rate significantly above that of the EU-27 average increase of 3.7 percent. While some countries – particularly those in eastern Europe – experienced a rise of more than seven percent, Germany recorded the lowest labor cost growth within the EU at just two percent.

### Competitive Tax System Reforms

Germany offers a highly competitive tax system for companies: combining flexibility with moderate tax rates. The German government has implemented root and branch reforms of the tax system to make the country a more attractive business proposition. Two core elements of the reforms are an almost one-quarter reduction of the average corporate tax burden and

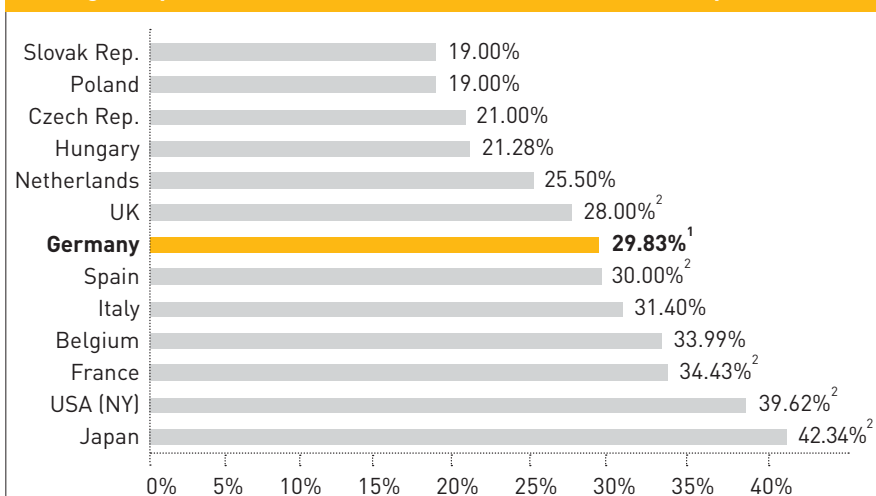
a reduction of the trade tax burden. On average, corporations now face an overall tax burden of less than 30 percent. Partnerships benefit from a reduction of personal income tax on undistributed profits. This makes Germany's corporate tax system one of the world's most competitive in international comparison. Further reforms of the tax system are currently under discussion.

European Labor Cost Growth 2000–2008 (yearly average in percent)



Source: Eurostat, 2009

Average Corporate Tax Burden of Selected Countries 2009 (in percent)



Note: <sup>1</sup>Including 15% corporate income tax, 0.83% solidarity surcharge, and 14% trade tax (assumed municipal collection rate: 400%)

<sup>2</sup>Top corporate income taxation rate; lower starting rates or other special tax rates available. Example USA: progressive rate from 15% to 35% (> USD 18,330,000)

Source: German Federal Ministry of Finance, 2009

## Labor Market Availability

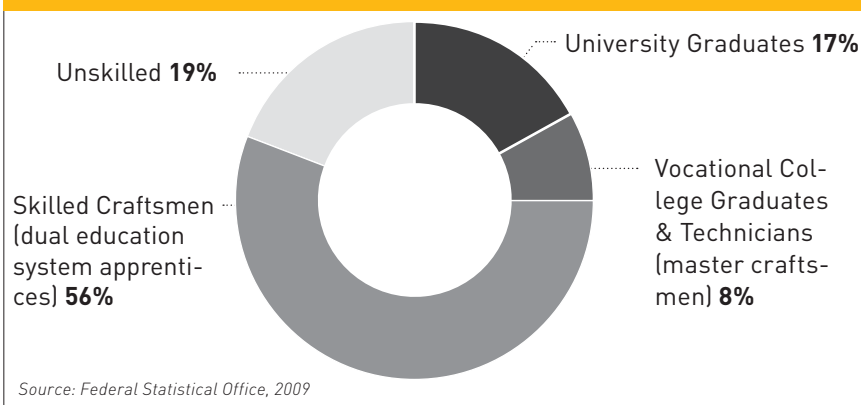
### Highly Skilled and Flexible Workforce

The German workforce comprises over 40 million people – making it the largest pool of ready labor in the EU. Germany's world-class education system ensures that the highest standards are always met. More than 80 percent of the German workforce has received formal vocational training or is in possession of an academic degree. German federal and state governments agreed in 2008 to increase public and private education investment levels to seven percent of gross domestic product by 2015. This far-reaching commitment will see the creation of additional training places and promotional scholarships for the provision of a steady flow of highly trained labor, which has already resulted in a record number of student enrollments. More than 396,000 students in more than 400 universities started their academic studies in the academic year 2008/2009, and technical fields experienced an undergraduate enrollment level increase of 14 percent.

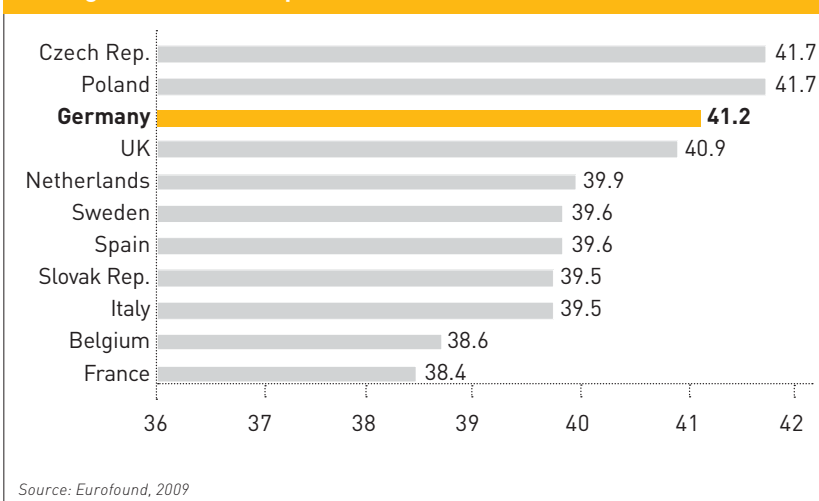
### Engineering Excellence

Highly skilled and specialized employees are a key feature of the German labor market and will remain so in the future. According to OECD statistics, Germany has one of the highest rates of graduates with a doctoral degree. With 315 PhD graduates per million inhabitants, it ranks second in a comparison of OECD countries. Germany's share of university students in the sciences, mathematics, computer sciences, and engineering is the second highest in the EU, with 31 percent of all students. German universities have introduced masters and bachelor degrees for improved international acceptance and comparison.

Workforce in Germany by Level of Professional Education 2008  
(as percent of total workforce)



Average Hours Worked per Week in Selected Countries 2008



### Dual Education System

Germany provides direct access to a highly qualified and flexible labor pool. The country's dual education system – unique in combining the benefits of classroom-based and on-the-job training over a period of two to three years – is specifically geared to meet industry needs. There are currently around 350 occupations recognized by the system. The German Chambers of Industry and Commerce (IHKs) ensure that exacting standards are rigidly adhered to, guaranteeing the quality of training provided across Germany.

### Outstanding Reputation

German labor flexibility is reflected in higher than average employee motivation levels – exceeding those of most leading industrialized nations. In fact, according to the IMD World Competitiveness Yearbook, German employee motivation levels are greater than those of their counterparts in the US, China, Russia, Poland, France and the UK. A direct corollary of this is the fact that Germans work more than their international peers (41.2 hours per week) and lose less days per annum to strike action than other European nations (significantly below the EU-27 average according to Eurofound).

## Closer to Market with First Class Infrastructure

### Europe's Global Logistics Hub

With state-of-the-art transportation networks by road, rail, sea, and inland waterways as well as a dense network of both national and international airports, Germany provides easy access to domestic and international markets. Little wonder that Germany is a global logistics hub. Its share of the European logistics market – around 28 percent – makes it a major player in the economic development of Europe. More goods pass through Germany than through any other country in Europe.

### World Class Transport Infrastructure

Germany's infrastructure excellence is confirmed by a number of recent studies including the Swiss IMD's World Competitiveness Yearbook and various UNCTAD investor surveys. The 2009-2010 Global Competitiveness Report of the World Economic Forum ranked Germany first for infrastructure; singling out Germany's extensive and efficient infrastructure for highly efficient transportation of goods and passengers for special praise. Accumulated in this score for Germany are high marks for the quality of roads and air transport, excellent railroads and port infrastructure, as well as its communications and energy infrastructure.

### World Class Network Infrastructure

Among the highlights of the country's network infrastructure are Europe's second largest port in Hamburg (measured in container port traffic), Europe's largest port container terminal in Bremer-

haven, and over 250 inland ports. The Rhine and Elbe rivers serve as major arteries for barge traffic to the deepwater ports in various river bights and the north and northwest coastlines.

Germany has a dense network of airports (of which 19 are international airports). Among them, Frankfurt is the world's 7th and 9th largest airport in terms of cargo and passenger volume respectively. The country's highway system has one of the highest highway kilometer density levels in Europe, and more than 40,000 km railway tracks – enough to circle the globe. Its high-speed railway network, with speeds of up to 300 km/h, is the 4th largest in the world.

### Bringing East and West Together

In the north, Germany's seaports are an important conduit for trade with the UK, Scandinavia, and the Baltic states. Moreover, road and rail links through the Jutland peninsula provide easy access to Denmark and the rest of Scandinavia. In the west, an extensive network of roads, rail links and inland waterways feeds into France and the Benelux countries.

To the south, Germany has strong commercial ties with Switzerland and Austria and direct road, rail and water links with the Balkan states. Turning eastwards, Germany's borders with Poland and the Czech Republic also bring Slovenia, the Slovak Republic and Hungary within easy reach and make the more distant markets in Greece, Turkey, Ukraine and Russia readily accessible.

### Logistics Giant

Not only is Germany's logistics infrastructure among the best, its companies are also global logistics giants. In fact, the world's largest logistics services provider is a German company – Deutsche Post World Net (DPWN). Deutsche Bahn is the world's second largest transportation and logistics company and Lufthansa Cargo is the global air freight services leader. With turnover of EUR 218 billion in 2008, Germany's logistics industry grew by six percent compared with 2007. No other EU country comes close to Germany's market size.

Overall Quality of Infrastructure 2009	
Country	Rank
Germany	1
Hong Kong	2
France	3
Singapore	4
Switzerland	5
UAE	6
Canada	7
USA	8
Austria	9
Finland	10
...	
Netherlands	15
UK	20
Spain	22
China	46
Czech Republic	48
Slovak Republic	63
Poland	103

*Source: World Economic Forum, 2009*

## Providing for a Sound Business Environment

### Stable and Transparent Legal System

Germany is home to a legal environment rightly renowned for its stability and transparency. The World Economic Forum ranked Germany among the leading countries of 133 competitors for its efficient legal system which “follows a clear and neutral process.” The same study ranked Germany first in terms of security of intellectual property. The German judiciary is wholly independent and the civil service highly professional. Contractual agreements are secure and intellectual property rights are vigorously upheld and enforced. Properly observed legal procedures provide clarity as to the rights and obligations of all parties.

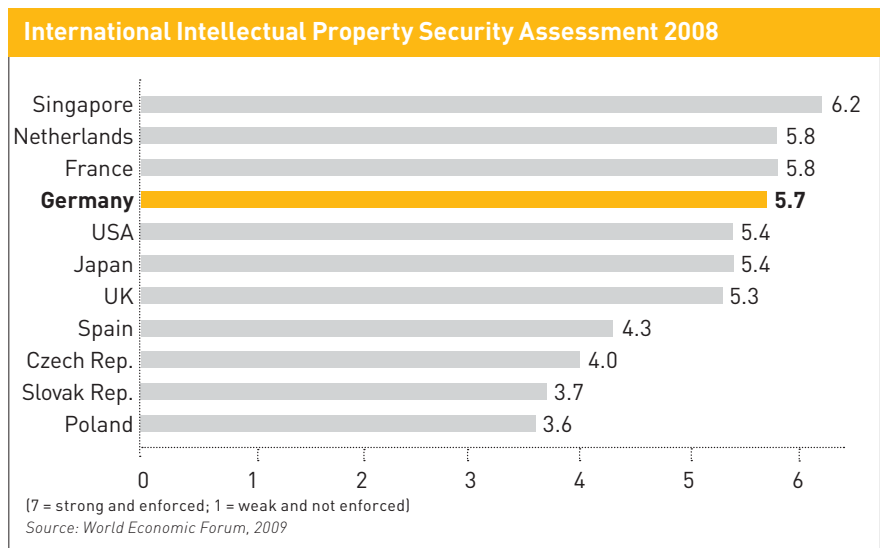
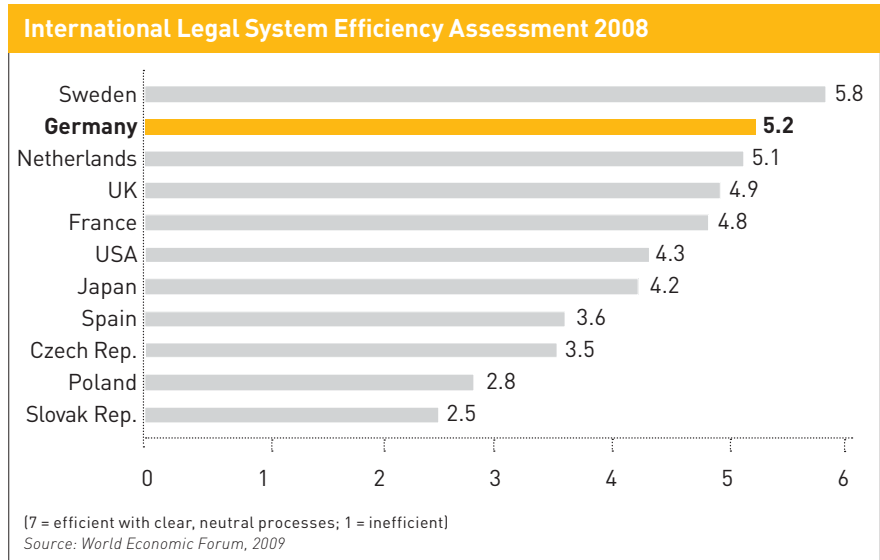
### A Safe and Secure Business Landscape

Accordingly, Germany is home to a flourishing business landscape which enjoys international recognition as one of the world’s most safe and secure. Compared to other industrialized nations, Germany ranks amongst those where business processes are least impacted upon by criminality and white collar crime.

This is borne out by the fact that appropriate personal security and private property checks and balances are in place. In fact, Germany ranks ahead of its nearest competitors – USA, France, UK, India, China, and Spain – in the IMD’s World Competitiveness Yearbook 2009.

### Setting-up Business the Easy Way

Setting up business in Germany couldn’t be easier. Company formation procedures are swift and efficient, requiring only a few simple



steps to establish a new business. All required steps are clearly defined. Company establishment costs are low and, moreover, can be easily determined from the outset.

Business investor rights are expressly set out and all business activities are legally secured. Public business registers provide transparent information pertaining to

company legal representation and individual personnel authorized to conduct business transactions. This information is freely accessible to all businesspersons. As such, the risk of fraud and manipulation – a major cause for concern in some industrial nations – is effectively negligible in Germany.

## Our Investment Project Consultancy Services

### Germany Trade & Invest Helps You

*Germany Trade & Invest's* teams of industry experts will assist you in setting up your operations in Germany. We support your project management activities from the earliest stages of your expansion strategy.

We provide you with all of the industry information you need – covering everything from key markets and related supply and application sectors to the R&D landscape. Foreign companies profit from our rich ex-

perience in identifying the business locations which best meet their specific investment criteria. We help turn your requirements into concrete investment site proposals; providing consulting services to ensure you make the right location decision. We coordinate site visits, meetings with potential partners, universities, and other institutes active in the industry.

Our team of consultants is at hand to provide you with the relevant background information on Germany's tax and legal system, industry regulations, and the domestic labor market. *Germany Trade & Invest's*

experts help you create the appropriate financial package for your investment and put you in contact with suitable financial partners. Incentives specialists provide you with detailed information about available incentives, support you with the application process, and arrange contacts with local economic development corporations.

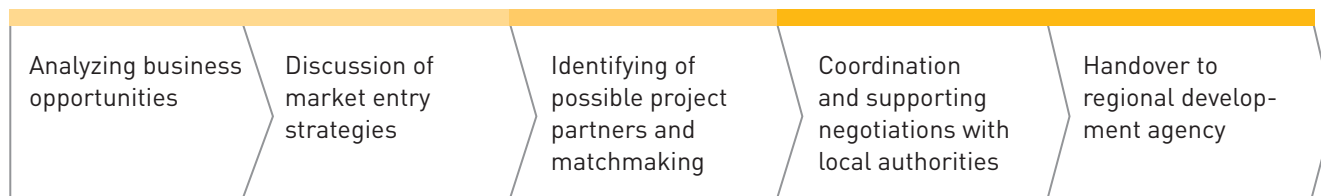
All of our investor-related services are treated with the utmost confidentiality and provided free of charge.

#### Strategy

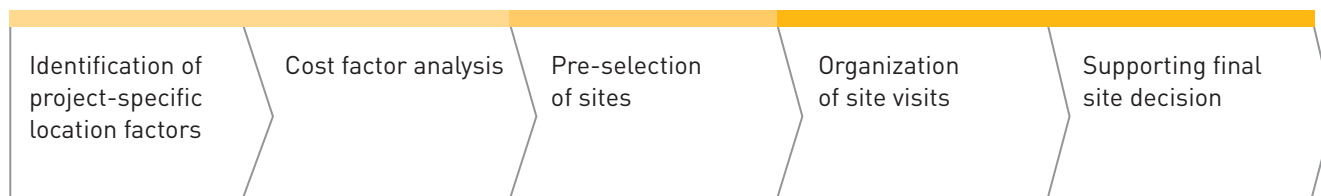
#### Evaluation

#### Decision & Investment

#### Project Management Assistance



#### Location Consulting /Site Evaluation



#### Support Services



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*Germany Trade & Invest is the foreign trade and inward investment agency of the Federal Republic of Germany. The organization advises and supports foreign companies seeking to expand into the German market, and assists companies established in Germany looking to enter foreign markets.*

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